

# **Effective Buyer Sales Strategies (Portland) / CRS 202**

The Residential Real Estate Council (formerly the Council of Residential Specialists) invites you attend Effective Buyer Sales Strategies (CRS 202), a course designed to give attendees the inside track to win over prospective buyers by teaching them the necessary strategies that make their sales quick and efficient. Students will learn how to work with today's new buyer through counseling, salesmanship, and negotiation—strategies that will give agents customers for life.

This course, taught by Mike Selvaggio and worth up to 15 CE credits, is being presented by the Oregon Residential Real Estate Council and the East Metropolitan Association of REALTORS®.

Learn more or register for Effective Buyer Sales Strategies.

Questions may be directed to Janet Fisher-Welsh at (503) 422-5812 or Kelly Barker at (503) 877-2832.

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## **Fair Housing Workshop and Celebration (Portland)**

Celebrate the 50th anniversary of the Fair Housing Act with Umpqua Bank Home Lending. Licensed Oregon brokers are invited to attend a fair housing workshop and celebration, taking

place 10 am-4pm on Wednesday, May 2nd. Presentations will be given by Freddie Mac and the Fair Housing Council of Oregon, with 2 CE available to attendees.

This event is limited to the first 100 REALTORS® who register, so sign up today! Registration is \$20 per guest and registration is available online.